

Location

Chilliwack, BC or Toronto, ON

Job Status/Type

Full Time/Regular

Posted/Updated

November, 2016

Established in 1996, TeksMed Services Inc. is a leading disability and claims management firm, offering employers across Canada a complete solution to workplace injury and short term disability management. Our team of experts have devised processes and methods that effectively reduce wage loss and claim costs by helping ill and injured workers maximize their work potential. We focus on ability, not disability, provide fast, world-class health care, and assist in establishing an early and safe return to work. TeksMed is committed to helping Canada work!

Position overview:

TeksMed is looking for a dynamic individual with an entrepreneurial spirit to join our team in Toronto, Ontario or Chilliwack, BC as an Account Executive. We are looking for a motivated self-starter with a strong work ethic, who will play a key role in the continued growth of our business. The Account Executive is responsible for bringing forward strategy, ideas and proven skills related to sourcing new leads, attending industry events, meeting with senior management teams, developing proposals and preparing service agreements. The ideal candidate will be an excellent communicator with strong relationship building skills and a proven ability to effectively forge new partnerships.

If you think you have what it takes to join our team, a potential career opportunity awaits you!

Qualifications:

- 3+ years of B2B sales experience in related field
- Proven skills related to lead sourcing, cold calling and proposal development
- Demonstrated ability to strategize, network and secure new partnerships
- Proficient with computer software and Microsoft office suite
- Excellent verbal/written communication and presentation skills
- Strong relationship building skills
- Strong time management and organizational skills
- Ability to work independently and as a part of a team

What can we offer to you?

- Competitive base salary
- Uncapped sale-closing bonus structure
- Two weeks paid vacation
- Generous benefits and RRSP matching program
- Company laptop, cell phone and travel time
- Growth opportunities
- Tuition reimbursement for furthering relevant education
- A great working atmosphere

How to apply:

If you meet the criteria and would like to apply, please visit: <http://www.teksmed.com/careers.html>

You will be asked to answer a few questions and upload your resume. We will be contacting qualified candidates directly.